

The aim of this is to help you have the conversation and present the options with your potential hosts!

I am so thrilled that you are taking this amazing opportunity to share the healing powers and natural benefits of doTERRA Essential Oils.

Thank you in advance for opening your home up and inviting your friends and family so that we together can help change their lives one drop at a time.

Please read the options below and decide which option best suits you and where you are at in life at the moment. Ultimately, becoming your own host and leading is the most beneficial, but I'm here as a resource for you to help you in your journey, whichever it may be! Know that I love helping people achieve their goals as well!

DO NOT hesitate at all to call me with any questions you have about any of it.

IF YOU ARE AN EXISTING dōTERRA MEMBER Option A: I want to develop my own team!

- * Basic hostess duties (see hostess duties below)
- * Provide all materials for the party (tear sheets, favors, etc) including preparing the host venue or site for party
- * Provide a sign up gift (example: glass water bottle, key chain, or book)
- * Set up wellness consults with friends from party who aren't able to enroll on night of party (I will assist)
- * Do follow ups (texts, phone calls, emails) within 2-3 days
- * All guests who you invite to party who enroll, will be enrolled by YOU and under YOU
- * Be willing to maintain a LRP of 100PV each month while building your business (you will not get compensated if your LRP is below 100PV)
- * You will receive the Fast Start Bonus from all new enrollees of 20% commission for their first 60 days of purchases
- * See compensation and structure plan for continuing commissions after Fast Start Bonus

I will be here for you and support you every step of the way!

IF YOU ARE AN EXISTING dōTERRA MEMBER Option B: I just want to share the

products & oils, but not necessarily the business

- * Basic hostess duties (see hostess duties) with help from me
- * I will provide all materials for party (tear sheets, favors)
- * I will provide the sign up gift
- * All guests of party will be enrolled by me, but placed in my organization where I think they will be the best fit.
- * You have the option of receiving 15% commission in cash of all sales at your event or equal value in dōTERRA product.

OPTION B is never a permanent commitment, if at any time you decide you want to lead and develop your own team we can host another event under Option A. However, your contacts who enrolled previously will not be able to move to your team at a later date. Their placement will be permanent and you will only be able to grow your team with contacts that enroll in the future.

IF YOU ARE NOT A MEMBER YET Option C: I want to develop my own team!

- * Sign up before or at your party (all new sign ups can not be placed under you unless you are an existing member)
- * Basic hostess duties (see hostess duties below)
- * Provide all materials for the party (tear sheets, favors, etc) including preparing the host venue or site for party
- * Provide a sign up gift (example: glass water bottle, key chain, or book)
- * Set up wellness consults with friends from party who aren't able to enroll on night of party (I will assist)
- * Do follow ups (texts, phone calls, emails) within 2-3 days (I will assist)
- * All guests who you invite to party who enroll, will be enrolled by YOU and under YOU
- * Be willing to maintain a LRP of 100PV each month while building your business (you will not get compensated if your LRP is below 100PV)
- * You will receive the Fast Start Bonus from all new enrollees of 20% commission for their first 60 days of purchases
- * See compensation and structure plan for continuing commissions after Fast Start Bonus

IF YOU ARE NOT A MEMBER YET Option D: I just want to share the products & oils, but not necessarily the business

- * Basic hostess duties (see hostess duties) with help from me
- * I will provide all materials for party (tear sheets, favors)

- * I will provide the sign up gift
 - * All guests of party will be enrolled by me, but placed in my organization where I think they will be the best fit.
 - * You have the option of receiving 15% commission in cash of all sales at your event or equal value in dōTERRA product.
- OPTION D is never a permanent commitment, if at any time you decide you want to lead and develop your own team we can host another event under Option A. However, your contacts who enrolled previously will not be able to moved to your team at a later date. Their placement will be permanent and you will only be able to grow your team with contacts that enroll in the future.

BASIC HOSTESS GUIDELINES:

- * Invite friends
- * Promote and create momentum for event
- * For existing dōTERRA members: Create an oil experience with friends who don't know what essential oils are (a mini introduction to essential oils) by putting the oils on them or sharing an oil or two
- * Create Facebook event, evite, paperless post, or, eventbrite.
- * Hand out/mail printed invites
- * Send reminder texts/FB post/phone call/email 2 days before event
- * Day of event text reminder and repost event
- * Provide an open, fresh, clean space for party
- * Provide food and drink (using essential oils)
- * Glass pitcher or drink server for lemon water (citrus oils destroy plastic)
- * Provide me with information about your friends that you are aware of that have been interested in the oils. I can come prepared to talk with them and address any concerns at the party.